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Date: 10 JUL 2025, 08:39 PM
Purchased By:
DATTATRAYA RAO KARNAKOTI
S/O NARAYANA RAO
R/O HYDERABAD
For Whom
CEO, WE HUB FOUNDATION

BN 905254

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LICENSED STAMP VENDOR
Lic. No. 15-07-005/2018
Ren.No. 15-07-075/2024
3-10-26/31, Rtc Colony,
Ramanthapur, Uppal Mandal,
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Ph 9393013853

MEMORANDUM OF UNDERSTANDING

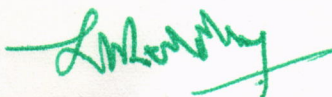
This Memorandum of Understanding ("MoU") is entered into on 11th July, 2025 at Hyderabad.

BETWEEN

Dr. B.R. AMBEDKAR OPEN UNIVERSITY, a public university established under the Dr. B.R. Ambedkar Open University Act, 1982, having its principal office at Road No. 46, Jubilee Hills, Hyderabad, Telangana - 500033 represented by its **Registrar, Dr.L.Vijaya Krishna Reddy**.
(Hereinafter referred to as "BRAOU", which expression shall, unless repugnant to the context, include its successors and permitted assign) of the FIRST PARTY

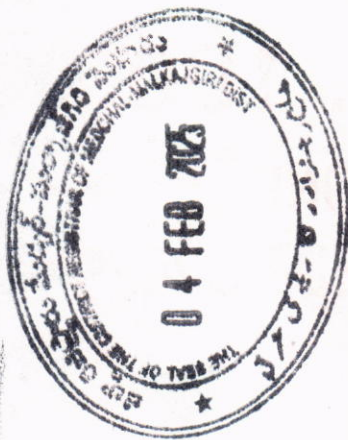
AND

WE HUB FOUNDATION, a Section-8 Company incorporated under the Companies Act, 2013, having its registered office at Dr. B.R. Ambedkar Open University Premises, Road No. 45, Jubilee Hills, Hyderabad, Telangana - 500033, represented by its **Chief Executive Officer, Ms.Sita Pallacholla**.
(Hereinafter referred to as "WE HUB", which expression shall, unless repugnant to the context, or meaning thereof be deemed to mean and include its successors and assign) of the SECOND PARTY



REGISTRAR
Dr. B. R. AMBEDKAR OPEN UNIVERSITY
JUBILEE HILLS, HYDERABAD-500 033.





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WE HUB and BRAOU may be individually referred to as a "Party" and collectively as the "Parties."

WHEREAS:

1. WE HUB is India's first and only State-led incubator for women entrepreneurs, working to create a supportive and inclusive entrepreneurial ecosystem through incubation, mentorship, policy support, funding access, and skill development.
2. BRAOU is a State-run Open University committed to extending education to the unreached through distance and open learning, with a strong emphasis on inclusion and access across socio-economic and geographic segments.
3. The Parties are desirous of collaborating to foster innovation, entrepreneurship, employability, and grassroots development across BRAOU's diverse student, faculty, and research community.

NOW, IT IS HEREBY AGREED BY AND BETWEEN THE PARTIES HERETO AS FOLLOWS:

1. OBJECTIVES AND SCOPE OF COLLABORATION:

- 1.1 The primary objective of this MoU is to jointly design and implement initiatives that promote innovation, entrepreneurship, and employability among BRAOU's student and academic community, including outreach to remote and underserved learners.
- 1.2 The collaboration aims to enable the translation of academic knowledge into real-world impact by integrating innovation and entrepreneurship as core components of learning and development at BRAOU.
- 1.3 The scope includes, but is not limited to, skill development, startup exposure, incubation access, faculty training, and the promotion of grassroots innovations.

2. ROLES AND RESPONSIBILITIES:

2.1 WE HUB shall:

- a) Expand its student-focused initiative (refer to Annexure 1.0) to BRAOU, including programs on entrepreneurship mindset, employability enhancement, innovation exposure and startup preparedness.
- b) Lead the design and implementation of contextualized innovation and entrepreneurship programs suited to BRAOU's Open and Distance Learning frameworks.
- c) Offer access to WE HUB's incubation and support services to eligible BRAOU-affiliated women entrepreneurs, faculty members, and research scholars, including mentorship, funding opportunities, and networking.


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- d) Facilitate participation of BRAOU stakeholders in WE Hub-hosted activities, including boot camps, innovation challenges, workshops, seminars, and policy dialogues.

Collaborate with BRAOU to co-create new initiatives in which WE HUB will act as a Knowledge and Strategic Partner to ensure quality assurance, result-based implementation and scalable models.

2.2 BRAOU shall:


- a) Provide access to Dr. B.R Ambedkar Open University's physical and digital infrastructure, including seminar halls, classrooms, training laboratories, and study centers, for the conduct of WE HUB led programs.
- b) Deploy faculty, staff coordinators, and administrative personnel to support outreach, awareness, logistics, and implementation across its main campus and regional centres.
- c) Collaborate with WE Hub on faculty capacity building by nominating teaching staff to attend curate workshops, mentor training sessions, and exposure visits.
- d) Facilitate linkages with regional industry, local entrepreneurs, research institutions, and community-based organizations to support project-based learning and entrepreneurial development.

3. DURATION AND TERMINATION:

- 3.1 This MoU shall remain valid for a period of **03 (three) years** from the date of signing, unless extended by mutual written consent of the Parties.
- 3.2 Either Party may terminate this MoU by giving **thirty (30) days' prior written notice** to the other Party, stating the reasons for termination.
- 3.3 Upon termination, the Parties shall endeavour to conclude ongoing activities in an orderly manner and explore possible avenues for continuation or transfer.

4. FUNDING AND RESOURCES:

- 4.1 Each Party shall bear its own costs in relation to the implementation of this MoU, unless otherwise agreed upon in writing for specific initiatives or projects.
- 4.2 The Parties may, from time to time, explore and jointly pursue funding opportunities from government schemes, donor agencies, or corporate social responsibility (CSR) sources to support initiatives mutually discussed and agreed upon.


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5. INTELLECTUAL PROPERTY RIGHTS:

- 5.1 Any intellectual property, training modules, or publications jointly developed under this MoU shall be co-owned by the Parties, unless otherwise agreed in a separate written agreement.
- 5.2 Each Party shall retain ownership of its pre-existing intellectual property used during the collaboration.

6. CONFIDENTIALITY:


- 6.1 The Parties agree to maintain the confidentiality of proprietary and sensitive information exchanged during the course of this collaboration.
- 6.2 Disclosure of such information to third parties shall be subject to prior written consent, except where required by law.

7. DISPUTE & JURISDICTION RESOLUTION:

- 7.1 Any disputes arising from or in connection with this MoU shall be resolved amicably through mutual discussions. If unresolved, the matter shall be referred to arbitration under the Arbitration and Conciliation Act, 1996 and the venue for arbitration shall be Hyderabad, Telangana.
- 7.2 Any disputes, claim arising out of this Agreement are subject to jurisdiction of the courts at Hyderabad.

8. GENERAL PROVISIONS:

- 8.1 This MoU constitutes the entire understanding between the Parties and supersedes any prior agreements or communications, written or oral, relating to the subject matter herein.
- 8.2 Amendments or modifications to this MoU shall be made in writing and signed by both Parties.
- 8.3 Nothing in this MoU shall be construed to create a partnership, joint venture, or employment relationship between the Parties.


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IN WITNESS WHEREOF, the Parties hereto have executed this Memorandum of Understanding as of the date first written above.

**For Dr. B.R. Ambedkar Open University
FOUNDATION**

Signature:

Name: **Dr.L.Vijaya Krishna Reddy**
Designation: **Registrar**

REGISTRAR
Dr. B. R. AMBEDKAR OPEN UNIVERSITY
JUBILEE HILLS, HYDERABAD-500 033.

Witness Sign:

Name: **G. Puspa CHAKRAPANI.**

Place: Hyderabad

For WE HUB

Signature:

Name: **Ms. Sita Pallacholla**
Designation: **CEO**



Witness Sign:

Name: **Annie vijays**

Place: Hyderabad

ANNEXURE 1.0

ABOUT THE PROGRAM:

WE-Enable is a customized future-ready program designed to equip female students from Under Graduate and Postgraduate Colleges/Universities in Hyderabad with the mindset, skills, and experiences needed to become problem solvers, innovators, and leaders. The program follows a structured 3- phase journey to guide students through self-awareness, skill enhancement and real-world application.

IMPLEMENTATION:

WE HUB will implement the WE Enable Program for 2000 students' per year over the duration of 03 (three) years, 02 cycles will be conducted over (1) year and 1000 students' will undergo the program per cycle.

PROGRAM STRUCTURE :

Phase -1 (Career Discovery)

- Student Selection and On boarding onto the program.
- LMS Platform On boarding and assigning Unique Identification Numbers (UIN).
- Psychometric Career Assessment Test opened to students on the LMS platform.
- Program Orientation conducted for all students to brief on Program Timelines and Calendar.
- Career Awareness Sessions delivered.
- Mentor mapping takes place based on student requirements and mentor specialization.

Phase -2 (Learning)

- Expert Master Classes delivered on specific domains, leadership skills, communication skills and Employability Skills.
- LinkedIn Learning licences distributed to students individually. Students commence certification courses based on their interests, mentor recommendations and monthly WE HUB suggestions.
- Ideation Boot camp (Design Thinking & Problem Solving) conducted for all students enrolled in that cycle.
- Mentoring engagement continues based on student identified problem statements and requirements.


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Phase -3 (Immersion)

- Students are taken for relevant industry and Telangana Innovation Ecosystem exposure visits.
- Students working on problem statements get assistance and guidance to convert it into PoC (Idea to PoC).
- Students can also take part in the WE HUB organized internship drive and secure internships in their preferred roles and domains.
- Simultaneously, students can also work on real-world problem statements submitted by start-ups/corporate as projects.
- Students will be graduated based on their performance in the program.


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